

## Message Text

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PAGE 01 LAGOS 08655 140658Z  
ACTION STR-07

INFO OCT-01 AF-10 ISO-00 AGRE-00 CEA-01 CIAE-00  
DODE-00 EB-08 FRB-03 H-01 INR-10 INT-05 L-03  
LAB-04 NSAE-00 NSC-05 PA-01 CTME-00 AID-05 SS-15  
ITC-01 TRSE-00 ICA-11 SP-02 SOE-02 OMB-01 DOE-15  
/111 W

-----014028 140704Z /11

P R 131510Z JUL 78  
FM AMEMBASSY LAGOS  
TO USMISSION GENEVA PRIORITY  
INFO SECSTATE WASHDC 9474  
USDOC WASHDC  
AMCONSUL KADUNA

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E.O. 11652: N/A  
TAGS: MTN, ETRD, NI  
SUBJECT: US/NIGERIA MTN BILATERAL

REF: A) GENEVA 9281; B) STATE 163837

1. PER REFTELS, EMBASSY MADE DEMARCHE TO HIGH LEVEL FEDERAL MILITARY GOVERNMENT (FMG) OFFICIALS CONCERNING NEED FOR RESPONSE BY JULY 15 TO U.S. REQUESTS FOR TARIFF CUTS AT MULTILATERAL TRADE NEGOTIATIONS (MTN). WE ALSO STRESSED NEED FOR FMG TO JUSTIFY ITS APRIL 1 IMPORT RESTRICTIONS THROUGH GENERAL AGREEMENT ON TRADE AND TARIFFS (GATT). IN JUNE 30 MEETING, MIN. TRADE OFFICIAL ENEH INDICATED THAT FMG WAS CONSIDERING US REQUEST. MEETING WAS SUPPORTED BY LETTER OF JULY 11 FROM ECONOMIC COUNSELOR TO PERMSEC MIN. TRADE.

2. COMMENT: EMBASSY IS NOT OPTIMISTIC ABOUT CHANCE OF SWIFT OR POSITIVE RESPONSE BY FMG TO US REQUEST. ENEH IS THE LAGOS BACKSTOP FOR FMG REP IN GENEVA, ADEWAKUN. ACCORDING TO ENEH  
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WHEN ADEWAKUN CAME TO LAGOS ON JUNE 29, HE DID NOT CONVEY URGENCY OF US REQUEST. THE HEART OF ADEWAKUN'S REPORT WAS THAT THE TALKS WERE NOW MOVING INTO AN IMPORTANT PHASE AND THAT TECHNICAL PEOPLE, DRAWN FROM CUSTOMS AND THE NIGERIAN NATIONAL SUPPLY CO., SHOULD BE ADDED TO THE GENEVA DELEGATION. EARLY ON IN CONVERSATION WITH EMBOFF, ENEH INDICATED THAT A

DEFINITIVE WORD ON TARIFF CUTS WOULD ONLY BE AVAILABLE  
AFTER BUDGET SPEECH OF NEXT APRIL.

3. ELIMINATION OF DUTY ON ANIMAL FEED INPUTS AND AG MACHINERY IS POTENTIALLY SIGNIFICANT. FORMER DEPENDS UPON AN FMG DECISION TO ALLOW PREMISING OF FEED BASE AND CONCENTRATE IN COUNTRY OF ORIGIN. CONCENTJLTE IMPORTS ONLY AMOUNTED TO \$3 MILLION IN 1976 THE LATEST YEAR FOR WHICH FIGURES ARE AVAILABLE. HOWEVER, US EXPORTS \$180 MILLION OF CORN TO NIGERIA WHICH REPRESENTS 90 PERCENT OF THE MARKET. SINCE CORN FOR HUMAN CONSUMPTION ATTRACT 20 PERCENT DUTY AND CORN AS FEED INPUT WOULD ATTRACT NO DUTY, THERE IS A CHANCE FOR A SIGNIFICANT INCREASE IN IMPORTS.

4. IN TERMS OF AG MACHINERY, PICTURE IS LESS CLEAR. COUNTRY IS AT A VERY LOW LEVEL OF MECHANIZATION IN AGRICULTURE. IMMEDIATE DEMANDS WILL NOT BE GREAT. IN ADDITION, TRACTORS HAVE BEEN FREE OF DUTY FOR SEVERAL YEARS. IN LONGER TERM, GOVERNMENT INCENTIVES COMBINED WITH FLIGHT OF SMALL FARMER TO CITIES COULD SPUR DEMAND FOR AG MACHINERY. IF THIS IS THE CASE, US WOULD BE WELL PLACED TO BENEFIT; FORD FOR EXAMPLE, ALREADY HAS 80 PERCENT OF LOCAL TRACTOR MARKET.

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NNN

## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** TRADE, NEGOTIATIONS  
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**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Number:** 1978LAGOS08655  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
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**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** 78 GENEVA 9281, 78 STATE 163837  
**Retention:** 0  
**Review Action:** RELEASED, APPROVED  
**Review Content Flags:**  
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**Review Event:**  
**Review Exemptions:** n/a  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014